

# National Park Service



## Concession Management

### Contracted Services Update Prospectus Development

August 25, 2005  
Grand Teton National Park

# WASO Concessions Program



## Management of Contracted Services

- Section 410 – Contracting for Services
- Services provided to the Government through Federal Acquisition Regulations –
- WASO Concession Program Leads and other staff are certified Contracting Officer's Representatives
- NPS – Washington Contracting Program processes requests and awards for contracted services
  - Contracting Officer
  - Contracting Specialist – part time
  - Procurement Technician – part time

# WASO Concessions Program



## Existing Contracts for Services

- **Corporate Support – PricewaterhouseCoopers, LLP**
- **Financial Services**
  - Dornbusch Associates
  - PKF Consultants
- **Environmental Consulting - Prizm**
- **Prospectus Development**
  - Booz Allen Hamilton
  - Dornbusch Associates
  - Economics Research Associates
  - PricewaterhouseCoopers

# WASO Concessions Program



## Road to Current Status in Prospectus Development

2000 -2003: PricewaterhouseCoopers LLP (PwC) engaged to support NPS Concession program

July – November 2003: Solicited and Awarded Four Indefinite Quantities Contracts for “Prospectus Development” and one Corporate Support Services contract

February 2004: Orientation to NPS, Concession Law Regulation and Policy and initial project assignments

March 2004: Began issuing “Requests for Proposals” from all four contractors for new prospectus development projects.

# WASO Concessions Program



## Prospectus Development – Contracted Services

Since November 2003 processed over 120 contracting actions

Services provided include:

- Facility Condition Assessment
- Market Analysis
- Financial and Investment Analysis
- Other Property estimating and requirements development
- Prospectus document development
- Real property estimating assistance
- Project management.

Support to Commercial Services Planning program: (LAME, CAHA, TIMI, GWMP, GLCA, MORA)

# WASO Concessions Program



## Current Projects

### ■ Booz Allen Hamilton

- Big Bend NP
- Delaware Water Gap NRA
- Isle Royal National Park

### ■ Dornbusch Associates

- Fire Island NS
- Gateway NRA
- Golden Gate NRA
- Bryce Canyon & Zion Canyon

### ■ Economic Research Associates

- Shenandoah National Park



# WASO Concessions Program



## Current Projects - PwC

- Carlsbad NP
- Death Valley NP
- Dry Tortugas National Park
- Everglades NP
- Fort Sumter National Park
- Glen Canyon NRA
- Grand Canyon NP
- Grand Teton NP
- Lake Mead NRA
- Mount Rainier NP
- National Capital Region (East, Central, ROCR, PRWI)
- Olympic NP
- Virgin Islands NP

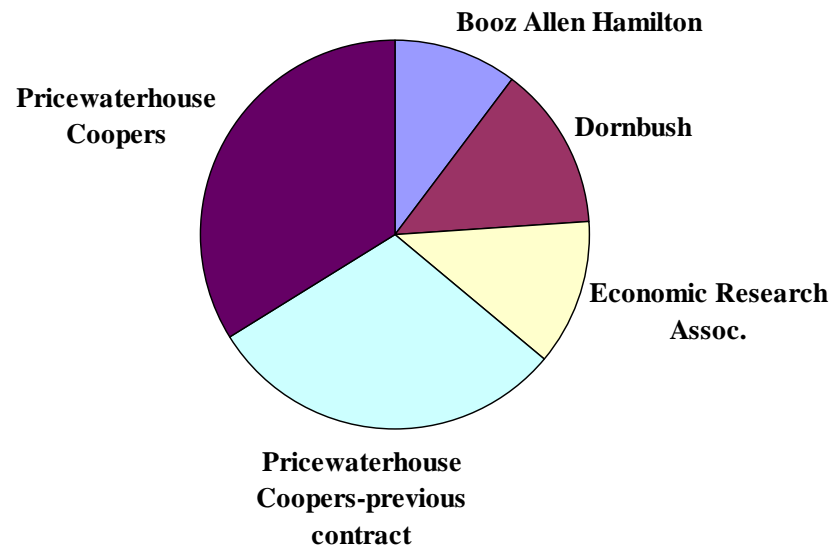


# WASO Concessions Program



## Distribution of Awarded Work

### Contracted Services - Awarded Work





# WASO Concessions Program



## Out for Bid to be awarded by October 2005

- Whiskeytown NRA
- Statue of Liberty/Ellis Island
- Badlands NP
- Lassen Volcanic
- Lake Roosevelt
- Lake Chelan
- Ross Lake

# WASO Concessions Program



## Region and Park Involvement

- Region—initiatives
  - Management of Workload/Preparation for Parks
  - Recruiting Business School graduates as Project Managers
  - Lead in developing contract requirements, project plans, evaluating proposals and managing projects
  - Assistance to WASO
- Parks
  - Challenges by adding to existing workload
  - Existing Staff - assistance and tools

# WASO Concessions Program



## Additional Program Initiatives

- Information Management systems
  - Inventory and Basic data - CDMS
  - Project Tracking
  - On-line tools and training documents
- Tool Development
  - Contracting Manual and Templates
  - Review and update process – September 2005
- Staffing
  - Regional Staffing
  - WASO Project Managers
    - Current Recruitment – pending selection
    - DSC Project Managers - interim assistance
- Education
  - On-the-job/shadowing/mentoring
  - Project Management
  - Superintendents